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MEMORANDUM FOR THE RECORD

10 April 1956

Chief, Machine Division, OCR

Trip to Eastman Kodak at Rochester on March 14th

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1. On March 14th [] and I visited Rochester, New York to discuss with [] certain phases of Minicard equipment development. Four pertinent problems were discussed with []

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A. What is the delivery date of Minicard equipment?

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[] could give no specific answer but assured me that the camera manufacture was being pushed to the utmost to have a camera ready for delivery soon. He assured me that he would obtain delivery dates on the balance of the equipment very soon.

B. What are Eastman's intentions in regard to delivery to Eight Minicard Document Viewers?

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I pointed out to [] that as recently as February 15th there appeared in correspondence and contract amendments reference to the manufacture and delivery of eight viewers. I further pointed out that I felt our office would object to an arbitrary reduction in the number of viewers to be constructed in light of recent correspondence. [] pleaded high costs of production. I mentioned that financial arrangements were a matter between him and the Agency contracting officer and that I was in no position to amend the terms of the contract without the contracting officer's concurrence and that my recent discussions with the contracting officer indicate that he felt the prices and quantities were firm.

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C. What was meant by "Paper Processors" in place of "Systems Development"?

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[] affirmed, as I had felt that this was simply the paper processing end of the enlarger. I pointed out [] that it had been my understanding that our original contract for an enlarger had included the paper processing equipment as well.

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He said this may have been true but costs were so high the "Systems Development" was removed from this contract and these funds earmarked for processing equipment development and production. I stated that we could buy the paper processor, and exposure device in the form of an [redacted] from [redacted] [redacted] comment was that it cost Eastman more than that.

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D. I reaffirmed with [redacted] that I was in no position to discuss contractual arrangements with him or with any other Eastman Representative, specifically [redacted] but that financial arrangements were strictly a matter between Mr. [redacted] the Agency Contracting Officer.

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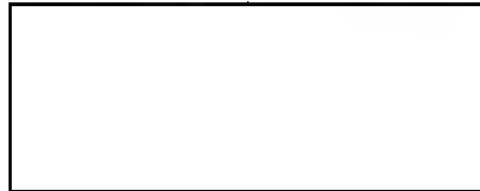
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2. We discussed with [redacted] arrangements which were to be made for the packaging of materials. Many points were left to be determined. We promised to do this as soon as possible. [redacted] seemed to feel that too many decisions had been left strictly up to him, and he needs and wants more guidance.

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